



Air Force Quarterly Enterprise Buy Process Desktop/Notebook Computers

DLS SB Industry Day

28 July 2004

One Air Force...One Network...One IT Business S



Outline

- **Background**
- **Quarterly Enterprise Buy Process**
- **DoD ESI participation**



BACKGROUND

- **Lt Col Gaylord has provided the strategic view and policy direction**
- **This briefing will detail the Quarterly Enterprise Buy (QEB) process that implements this strategy. Later, Capt Hartman will discuss how the BPAs will tie together the strategy and execution elements.**
- **This brief will also address how the DoD will participate via the ESI.**

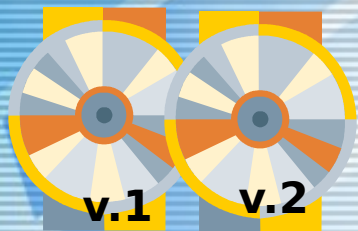


Highly Dynamic Arena

- **Flagship AF Commodity Council effort breaking new ground every day**
- **Enjoying real time development and implementation**
- **Execution process began development 12 Jan 04.**
- **Intent is to get started and then evaluate every. We anticipate change as a result of every cycle.**
- **Bottom line: Spiral development in all phases/process a must for success**



Life-cycle Strategy Pillars



AF Software

Image Management

- AF Common Configuration
- Standard System Mgt
- Get current, stay current



Disposition Planning and Services

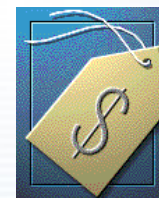
- Trade In
- Disposal



Planned 3-4 Yr lifecycles



Centralized POM & AF Funding of Enterprise S/W Licenses



Asset Tagging and Electronic Data Capture



Approved USAF “Mainstream Buying Standards”

Desktop Computers



Preferred

“Mainstream” Desktop (Small Desktop Form Factor)



“Expandable” Mini-Tower

Notebook/Laptop Computers



- Published in i-TRM
- Updated Quarterly

“Mainstream” Notebook



Lightweight Notebook



AF Quarterly Enterprise Buy Process

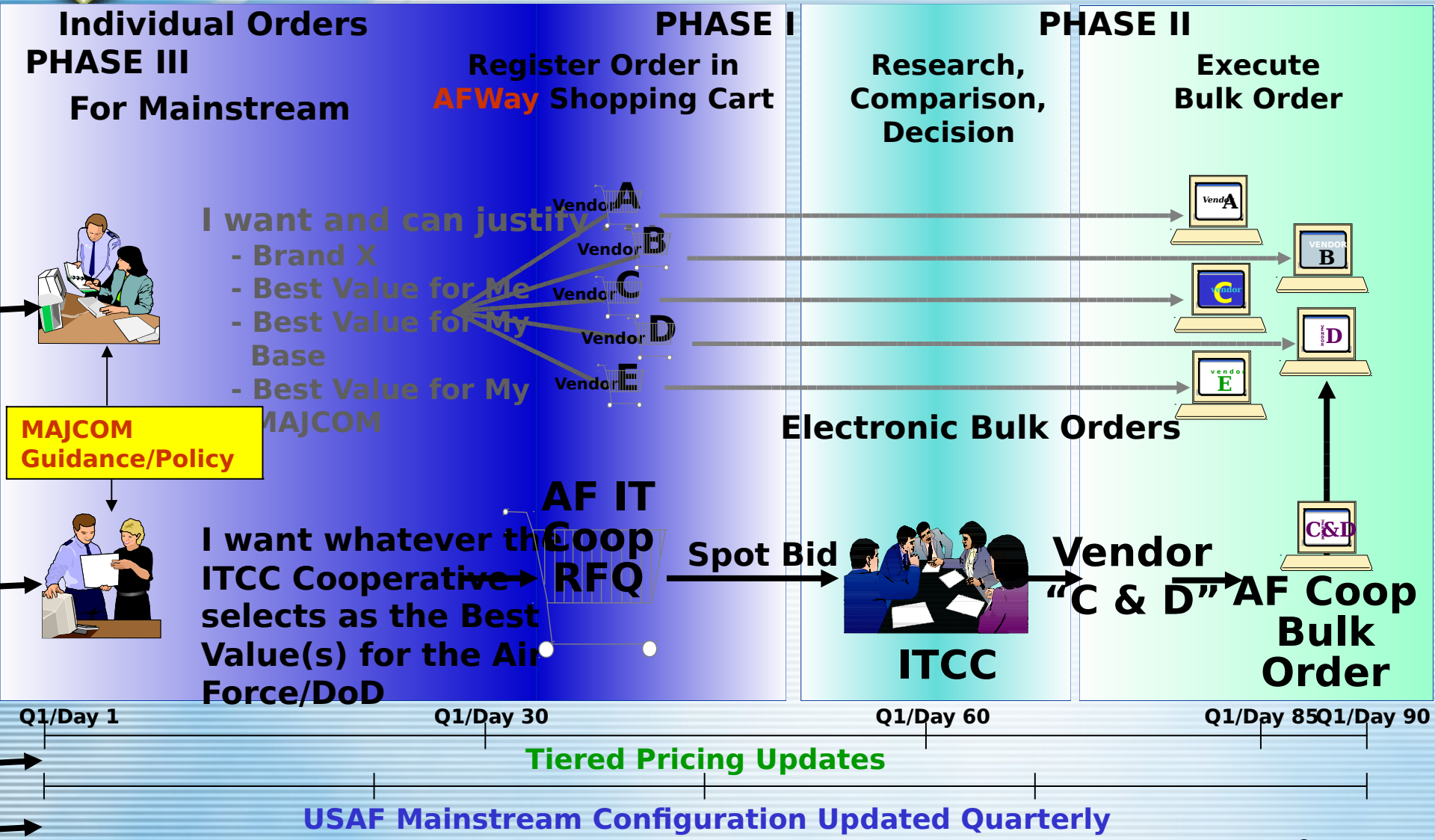


Goal

Craft *sustainable* and *repeatable* process supporting AF ITCC strategies and Major Command and other requirements in the acquisition of IT systems by employing the USAF's volume as leverage in the marketplace.



AIR FORCE QUARTERLY ENTERPRISE BUY PROCESS





The Quarterly Enterprise Buy

Day 0: Receipt of the I-TRM approved configuration

Kicks off approx 60-business day process

- Reviewed/crossed- checked with GSA schedule & SSG Blanket Purchase Agreement (BPA)

• **Day 2**: AF ITCC Concurrence/Tiered RFQ request

sent to BPA holders

- currently the IT2 BPA holders
- Unknown quantity/configurations

All Dates are Notional



The process continues

Day 7: Receipt Tiered Pricing proposals

- AFWAY Upload begins
- Proposal reviewed & crossed checked with RFQ

• **Day 15**: Web based data collection tool open to Units

- Tiered pricing tables visible for all quotes simultaneously



The process continues

- **Day 33:** Freeze Date—Notional date where requirements will not be accepted for this cycle
- **Day 36:** Final report from data collection tool to AF ITCC members
- **Day 39:** MAJCOM ITCC representatives validate final requirement
- **Day 40:** SPOT Request for Quote sent to BPA holders
 - Known configuration/known quantity bid



The process continues

- **Day 45:** SPOT Request for Quotes due
 - Received/collated/transmitted to AFITCC
- **Day 45-49:** AF ITCC Co-op Analysis & Decision
- **Day 50:** MAJCOM Due Bills Transmitted
- **DAY 50:** Award announcement window opens (generally)
- **Day 52:** Funding Documents due
- **Day 53-60** Contracts awarded
- **Next Cycle begins**



Award Considerations

- **Vendor may receive orders for Some, None, or All of a particular Coop buy, or Computer category**
- **Best Value to AF/DoD forms basis**
- **Small Business goals**
 - **QEB Target is 6%, MAJCOMs have additional 6% goal outside of QEB requirements**



Small Business Considerations

- **The Quarterly Enterprise Buy process has a 6% goal for all dollars spent through this method to be awarded to small business**
- **Many techniques exist to meet goal**
 - **Monitors as separate purchase**
 - **RFQ's break out each category for pricing to allow target award**
 - **Direct award via Tiered pricing**
- **Goal will apply to all participants**



Key points

- **Short time cycles for **all** participants**
 - **Goal: continue increasing time open collect requirements**
- **Delivery terms vary: generally <30 days from receipt of order**
 - **Modifying factors include:**
 - **Standard software image**
 - **Staggered delivery**



Your MAJCOM representative to the ITCC will participate in the best value decision process that will select a winning vendor - entering your order constitutes a firm Commitment to purchase

AFITCC Quarterly Buy Data Collection

[Order Information](#)[Configurations](#)[Submit Order](#)

Welcome to the Air Force's Co-Operative Buy Initiative

THE STRATEGY

"Co-Operative Buy"

OR

"Select Your Vendor"

The Co-operative Buy program is the preferred purchasing method. This choice will result in the lowest overall cost.

If you select this method, your requirements will be consolidated with other Air Force requirements. After the total number of units is known, HQ SSG will request quotes to obtain the best possible pricing.

1. Select the Co-Op Buy option when you enter your requirement

2. Your MAJCOM representative to the ITCC will participate in the best value decision process that will select a winning vendor- entering your order constitutes a firm commitment to purchase

3. Certified funds must be received within 48 hours of final pricing notification from SSG

4. Funds may be in the form of reimbursable or direct cite MIPR or Form 9. Direct cite MIPR or AF Form 9 are strongly preferred.

5. The Best Value Decision Document will be executed at SSG for the entire requirement

6. SSG will issue the delivery order.

Submittal address for best value determinations and funding documents:

HQ SSG/AQIH
Commercial Fax Nr:
334 416-6467 or 334 416-5571
or DSN 596-6467 or DSN 596-5571

You may select this option if you have an overriding reason not to participate in the Co-operative Buy. This option requires that you provide a best value justification document and obtain legal review of that document. (This option is not authorized by all MAJCOMs)

1. Review the configurations and prices for each vendor on AFWay

2. Make your best value decision

3. Prepare your justification document

4. Obtain legal review and endorsement of your justification

5. Select your vendor when you enter your requirement

6. A new order will be required for each new delivery address, each new vendor, and each configuration

7. You must send certified funds, your justification document, complete with legal review, to SSG within 48 hours of submitting your requirement. (POC: SSG Co-op desk DSN 596-6467 or DSN 596-5571).

8. Your order will be combined with other orders to obtain better pricing from the tiered price list

9. SSG will issue the delivery order

☐ I have read and understand the instructions

This option requires that you provide a best value justification and obtain legal review



The Data Collection Tool

- TERACORE Information on Demand Tool
- “Rider” off of AFWAY...Only access is via AFWAY
- MAJCOMs requested a “better way” than manual process employed during test buy
- Collects requirements data at unit level



Electronic Systems Initiative (ESI) Pilot Program Participation



Open Invitation

- **AF/CIO's invitation to DoD, May 2004**

Any DoD component may voluntarily participate in either the Tiered Pricing path or the Co-operative Path. DoD contractors, with the approval of the cognizant Contracting Officer and HQ SSG/AQI may also participate



ESI Pilot Goals

- Desktops and Laptops only for 12-15 months (end of FY05)
- Evaluate if consolidation of requirements at DoD level is beneficial (sweet spot tracking)
- Evaluate effectiveness of Co-op Decision Making process
- Test method to communicate requirements & make components aware of pending acquisitions
- Evaluate policy change requirements (DFARS 208.4)
- Support each component strategy
- **Keep it Simple and Voluntary**



Fee Sharing

- **The HQ SSG Fee is 1.3% this year. Fee will be built in to price quoted**
- **DoD participation in the QEB, AF will retain 1.0% and rebate 0.3% to ESI member organizations (USA, USN, DISA, DLA, DIA)**
 - Will follow ESI model for fee distribution methods



QUESTIONS ?